

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 L-03 CAB-02 CIAE-00 COME-00

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FM AMEMBASSY BONN

TO SECSTATE WASHDC 0746

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E.O. 11652: N/A

TAGS: EAIR, GW

SUBJECT: CIVAIR: NOTICE OF DISSATISFACTION WITH
LUFTHANSA FILING OF NON-AFFINITY GROUP FARES

REF: STATE 159029

FOLLOWING IS EMBASSY UNOFFICIAL TRANSLATION OF SUBSTANTIVE PORTION OF FRG NOTE IN REPLY TO EMBASSY NOTE CONTAINING TEXT FROM PARA 2 REFTEL.

THE GOVERNMENT OF THE FEDERAL REPUBLIC OF GERMANY, IN CONNECTION WITH THE APPROVAL OF NORTH ATLANTIC PASSENGER FARES IN 1974 AND 1975, GAVE ONLY A LIMITED AUTHORIZATION FOR THE EXTENSION OF AFFINITY GROUP FARES AS AGREED BY IATA. THE GOVERNMENT IS OF THE OPINION THAT, FOLLOWING THE DISCONTINUATION OF AFFINITY CHARTERS AND THEIR REPLACEMENT BY ADVANCE BOOKING CHARTERS, THERE IS NO LONGER ANY JUSTIFICATION FOR THE RETENTION OF AFFINITY GROUP FARES IN THE FEDERAL REPUBLIC OF GERMANY. INSTEAD, NEW COMPETITIVE FARES SHOULD BE CREATED, SO AS TO BE ABLE TO MEET THE DEMAND DEVELOPED THROUGH ADVANCED BOOKING CHARTERS OR TRAVEL GROUP CHARTERS BY PROVIDING A SUITABLE OFFER ON SCHEDULED SERVICES. IN ADDITION TO THE SO-CALLED APEX INDIVIDUAL RATE, THIS WOULD CALL FOR A GROUP FARE WITH SIMPLIFIED CONDITIONS OF APPLICATION, SOMETHING

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DEUTSCHE LUFTHANSA HAS STRIVED FOR AT THE IATA RATE

CONFERENCES FOR SOME TIME. IN THE PRESENT RATE SITUATION ON THE NORTH ATLANTIC, IT APPEARS JUSTIFIED TO EXPERIMENT WITH SUCH A GROUP FARE, ELIMINATING THE AFFINITY REQUIREMENTS, FOR TRAFFIC ORIGINATING IN THE FEDERAL REPUBLIC OF GERMANY, PARTICULARLY WHEN THE AMERICAN SIDE FROM TIME TO TIME INTRODUCES RATES AND CONDITIONS FOR UNITED STATES ORIGIN TRAFFIC, WHICH DIFFER FROM THOSE APPLICABLE TO WESTBOUND TRAFFIC.

IN CONSIDERATION OF THE ABOVE, THE GOVERNMENT OF THE FEDERAL REPUBLIC OF GERMANY WOULD BE GRATEFUL IF THE GOVERNMENT OF THE UNITED STATES OF AMERICA WOULD REVIEW ITS POSITION WITH RESPECT TO THE GERMAN DECISION. THE GOVERNMENT OF THE FEDERAL REPUBLIC OF GERMANY WOULD WELCOME IT IF THE GOVERNMENT OF THE UNITED STATES OF AMERICA COULD AGREE TO THE USE OF GROUP FARES WITHOUT AFFINITY CHARTERS - NOW THE PRACTICE OF THE AMERICAN CARRIER PAN AM - IN ACCORDANCE WITH IATA RESOLUTION 076E.

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